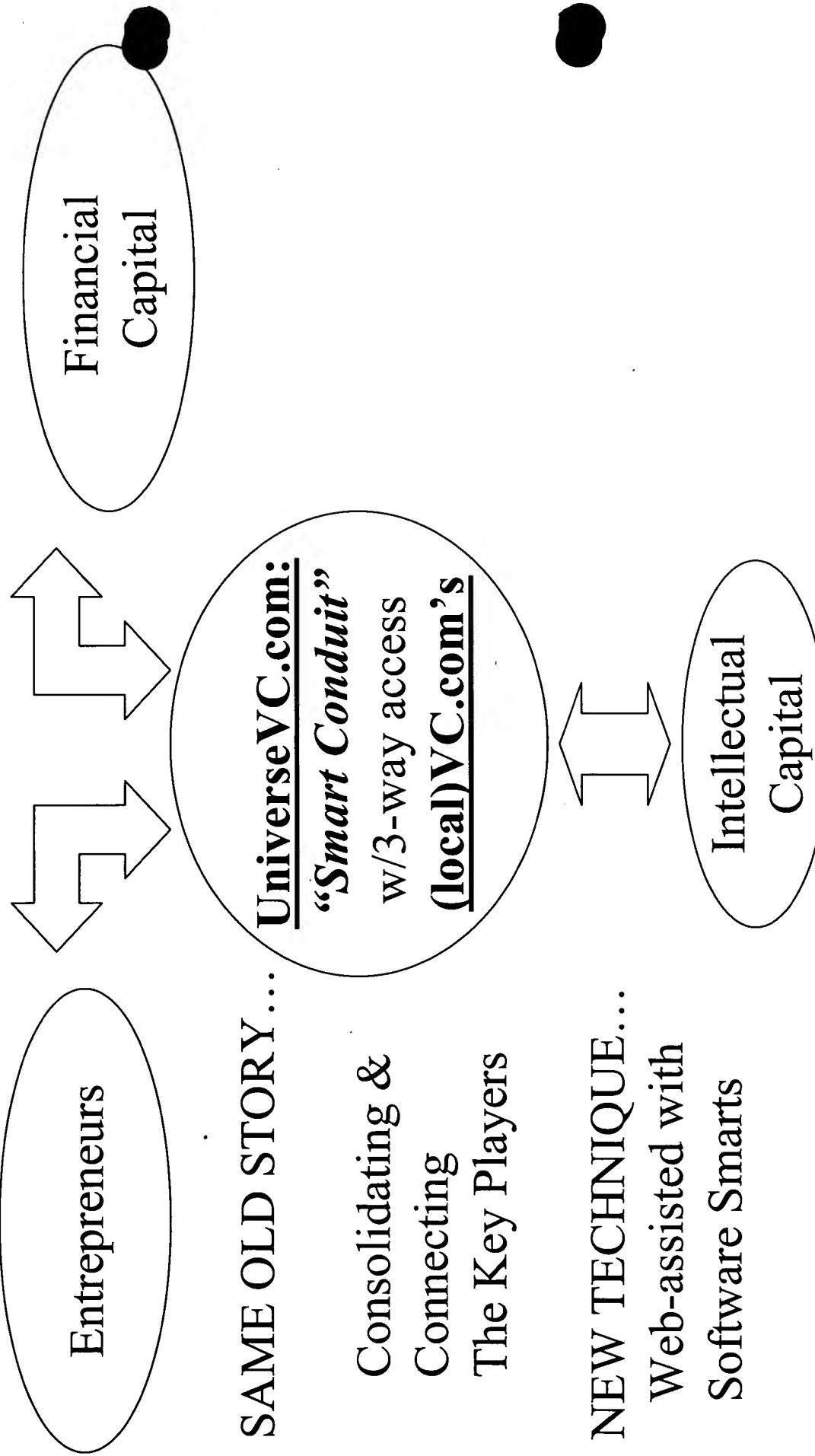


Model.

Entrepreneurial/Venture Capital Community Center



SAME OLD STORY... Consolidating & Connecting The Key Players

NEW TECHNIQUE... Web-assisted with Software Smarts

User System

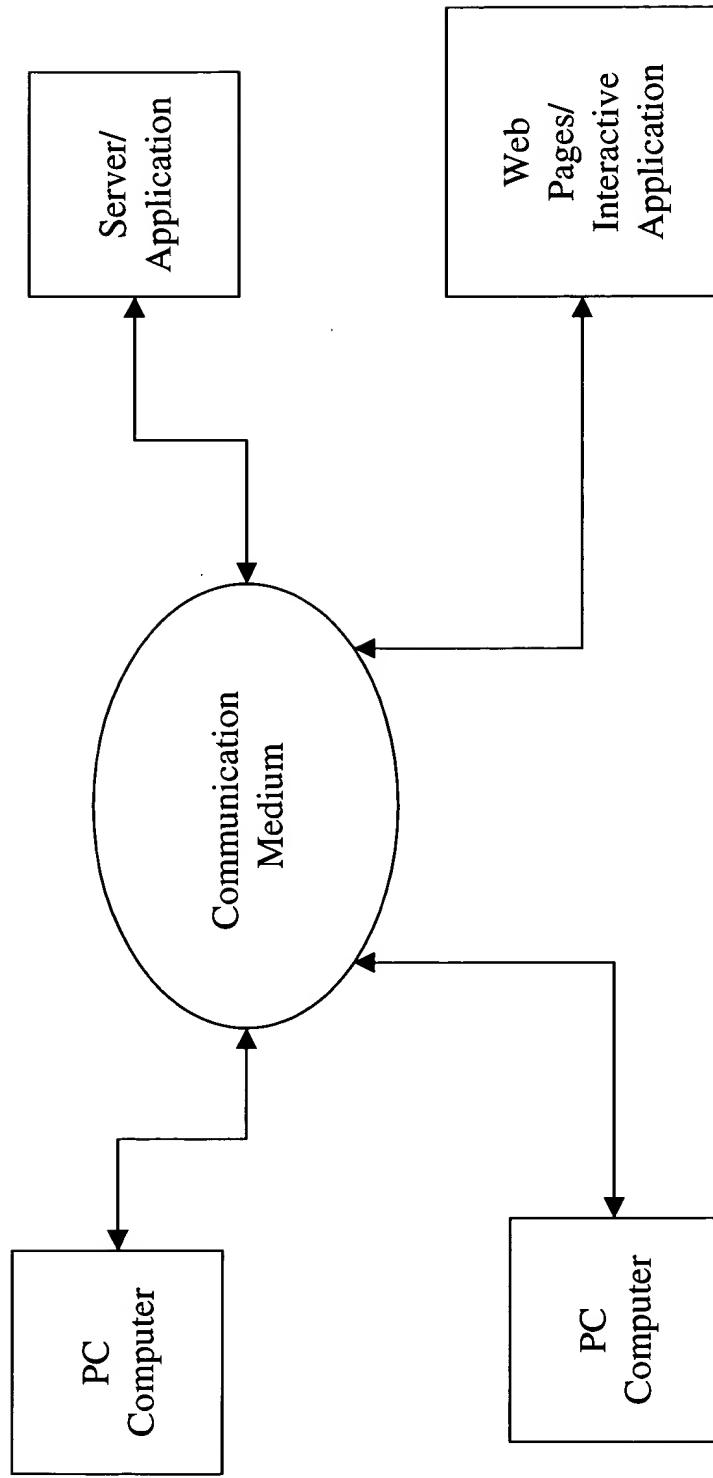


FIGURE /A.

UNIVERSITY OF TORONTO LIBRARY SYSTEM

4/12/01

UniverseVentureCapital.com

Problem

Entrepreneurs:

- Start-ups
- Emerging Growth

CONNECTIVITY VOID

Financial Capital:

- Angels
- VC's
- Institution
- Corp.

Intellectual Capital:

- Business
- Academic
- Econ Devel
- Trade Org's

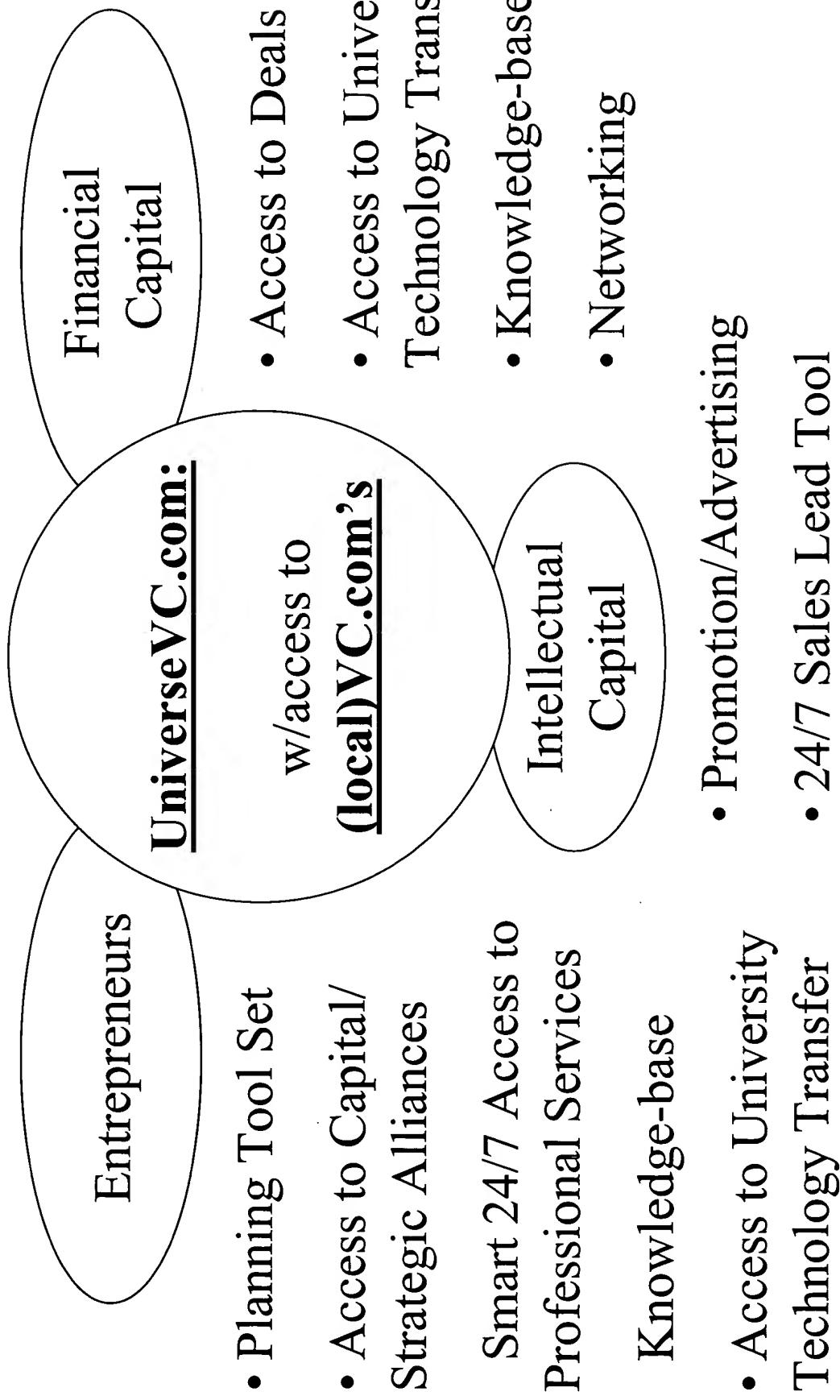
SOLUTION



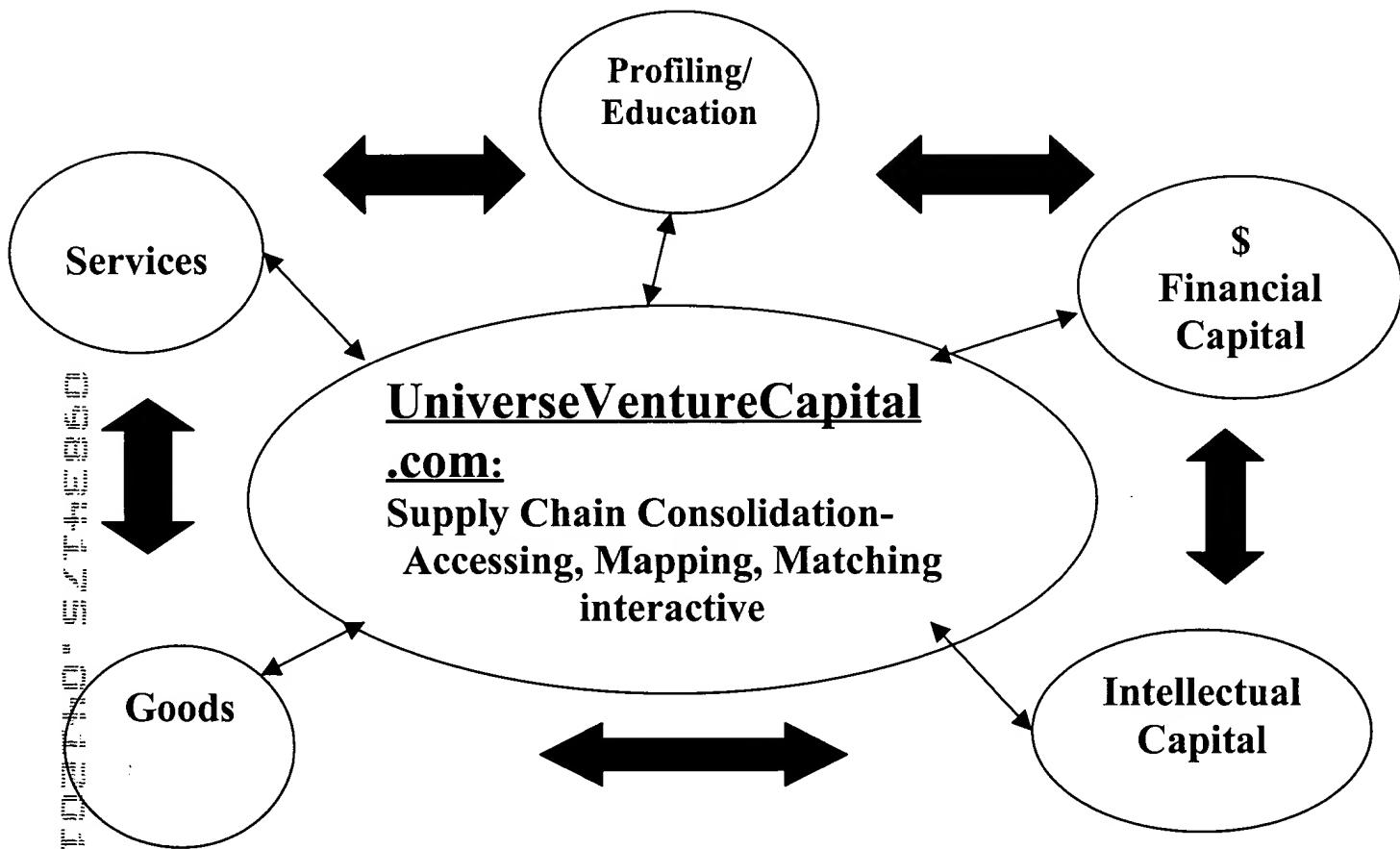
Local
Entrepreneurial
Community
needs a “Beacon” !

Entrepreneurial Community
Commerce
Center

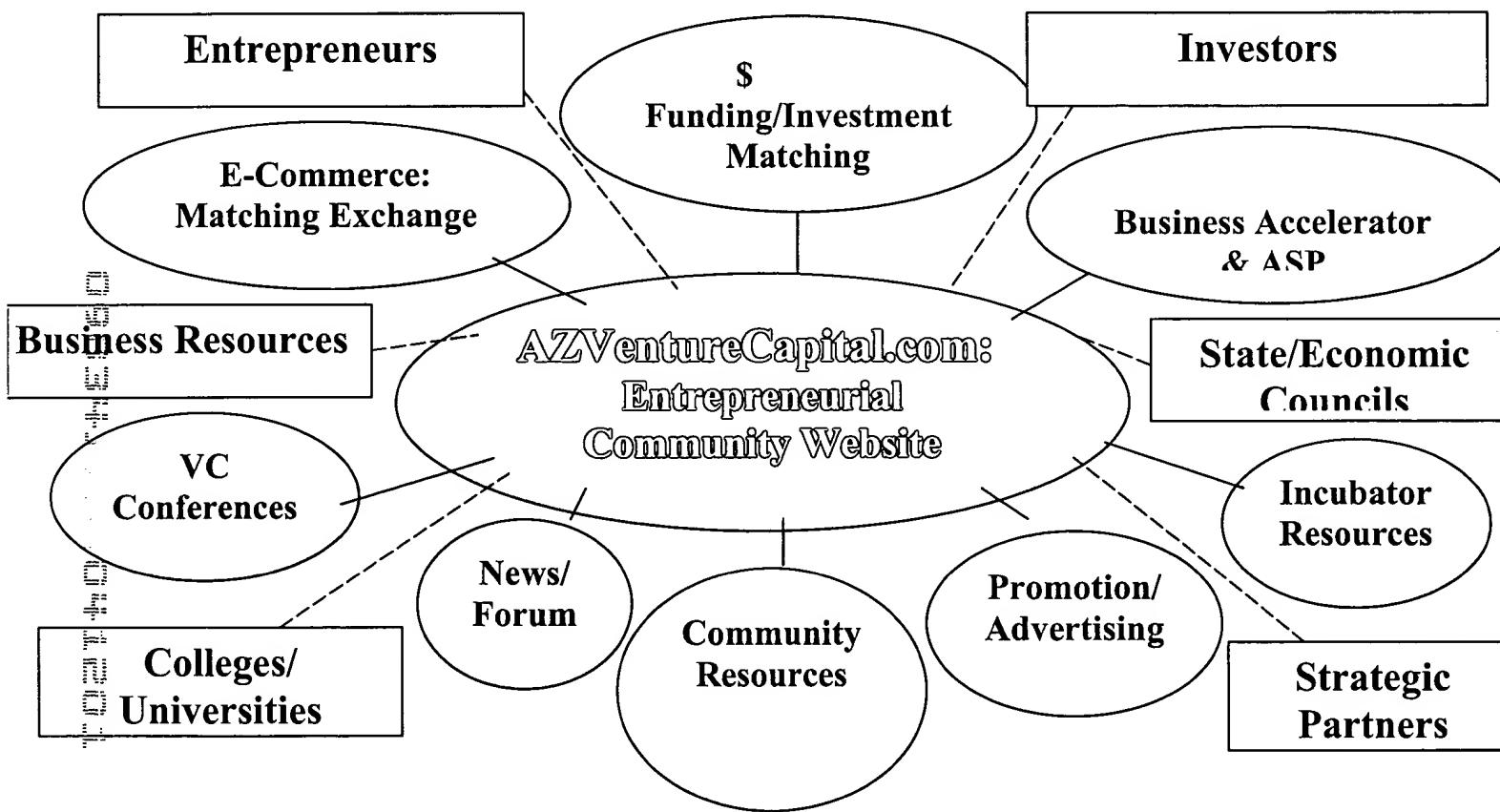
Business Applications



“Entrepreneurial/Venture Capital Community Supply Chain”



“Community Website Strategy- Products(red) and Players(gray)”



ABOUT US

- **Company:** info problem product market goals
- “Connecting Communities”:
Web application mapped to a new venture acceleration workflow process acting across global/national/state/metro economies
- Company
- Community
- Management/Advisors
- Mission
- Process
- Products
- Services

UniverseVentureCapital.com:

- (elevates local VentureCapital.com's)
= Global Entrepreneurial Community Website

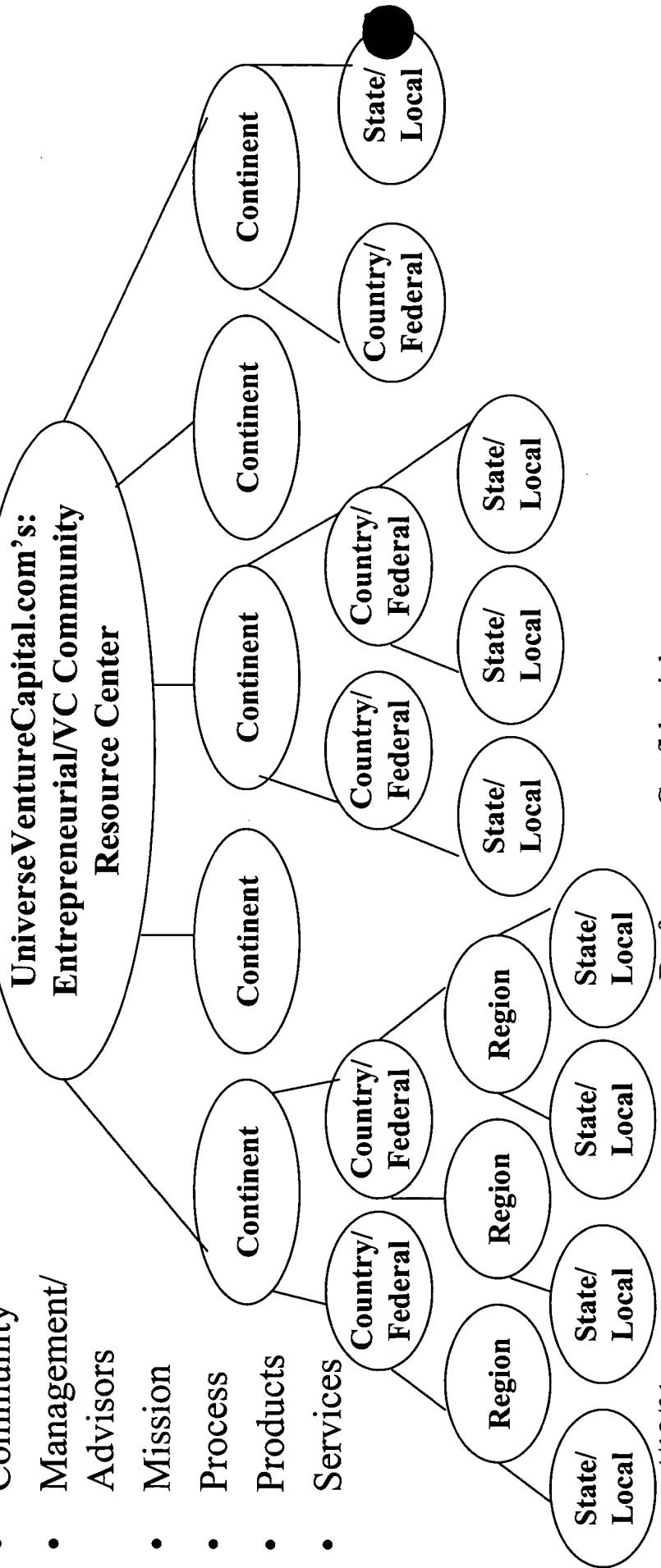
LocalVentureCapital.com's:

(networked
Local Entrepreneurial
Community Website



ABOUT US

- Company
- **Company:** info problem product market goals
- Community
- Management/ Advisors
- Mission
- Process
- Products
- Services



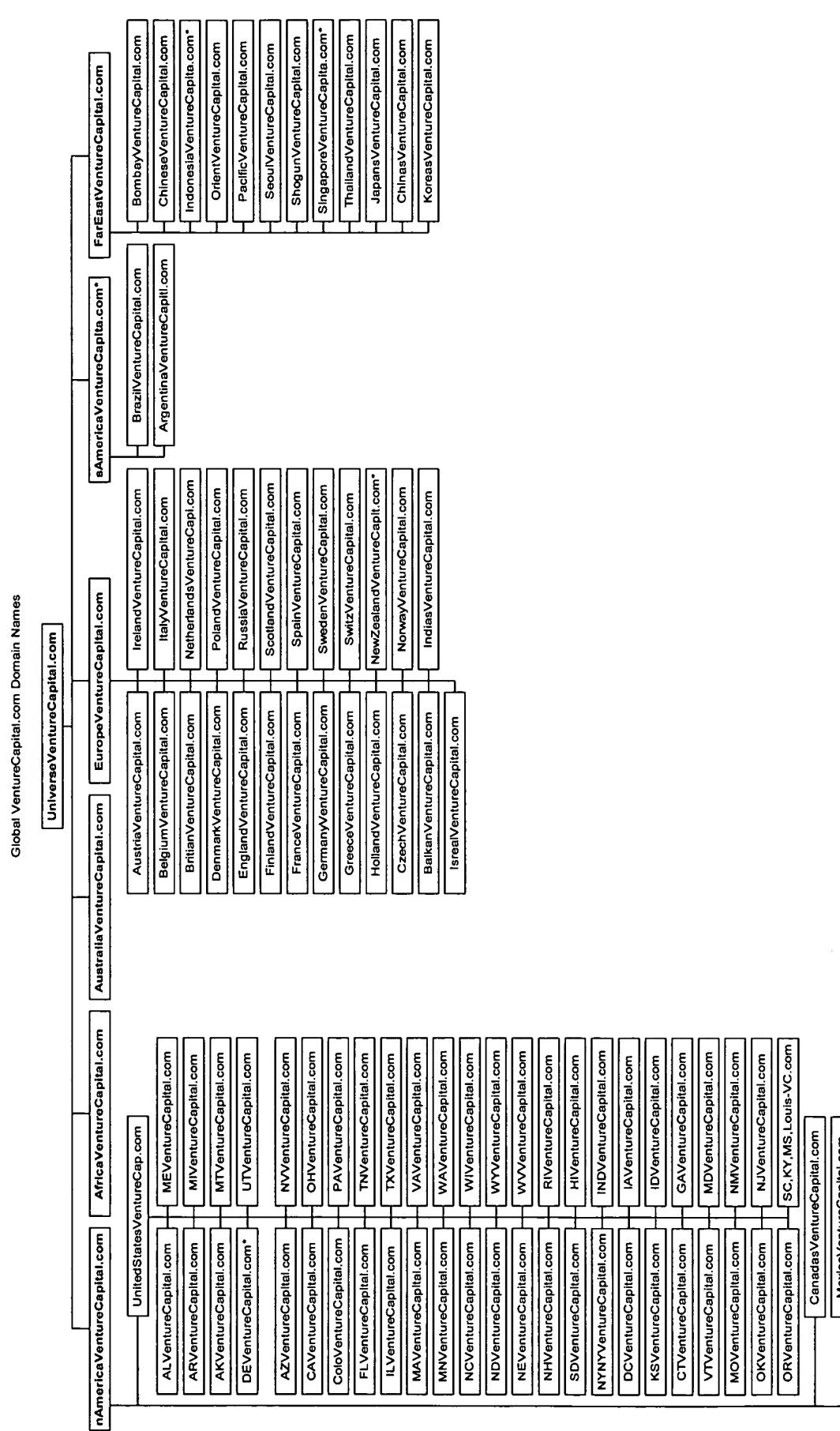
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UniverseVentureCapital.com

Confidential

IP: Domain Inventory

Figure 9.



4/12/01

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UniverseVentureCapital.com

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AZ
VentureCapital.com

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Community Resources

About Us
Local VC Conference

Crown Jewels VC \$ Funding
Incubator/Startups

Accelerator/CEO Mentor
What's Up?

Community B-B Exchange
UVC.com & Ch

WELCOME!

PUT A STOCK IN IT!

Welcome on to AZVentureCapital.com

Search for:

Search

Back **Next**

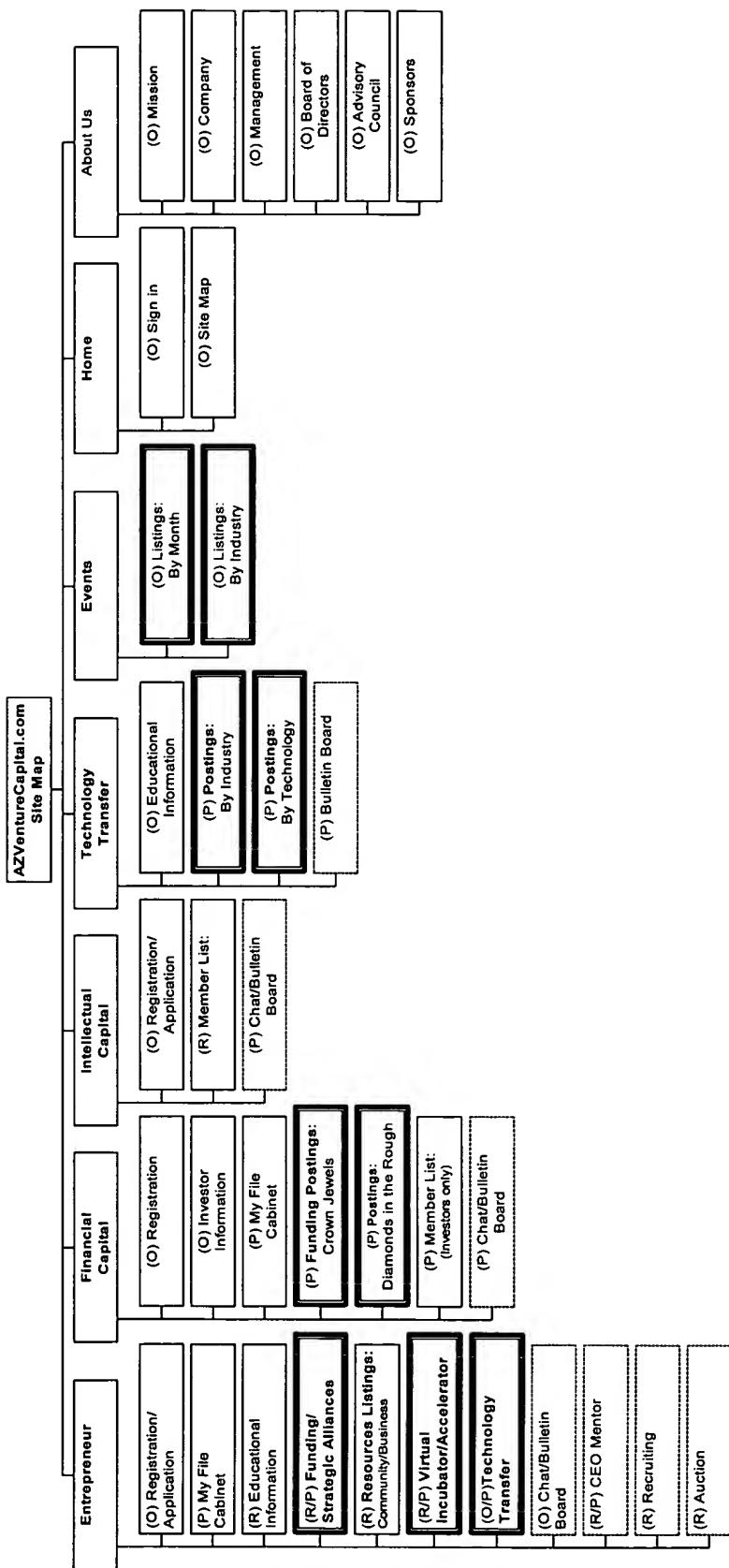
http://204.138.167.5/myweb/default2.htm

UniverseVentureCapital.com

Website Mapping

Website Activities, Schedule, and Permission Legend:

Open Permission: O Purple(thin border)- Phase I and Static Info
 Registration Permission- R Green(bold border)- Phase I and Interactive
 Password Permission Levels- P Gray(dotted border)- Phase II/III and Interactive



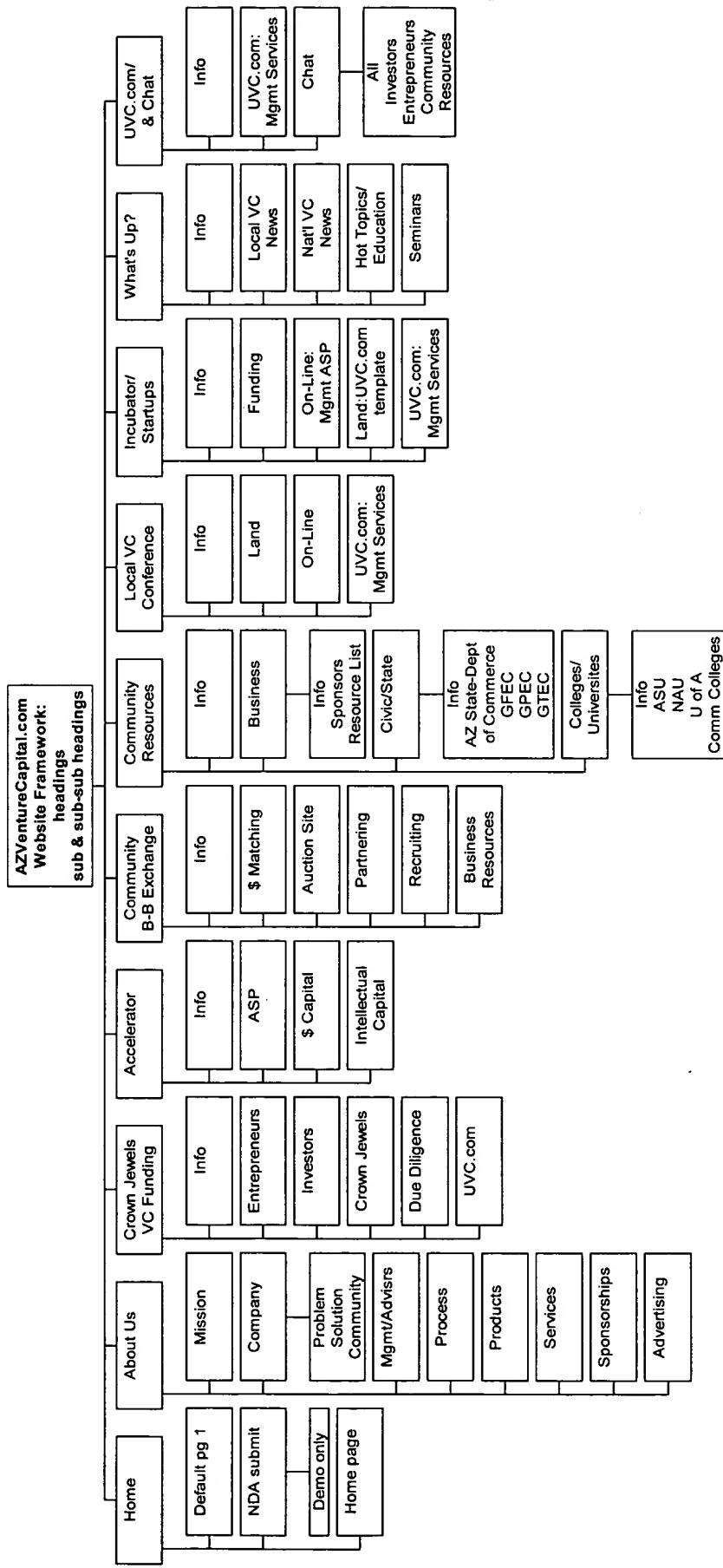
4/12/01

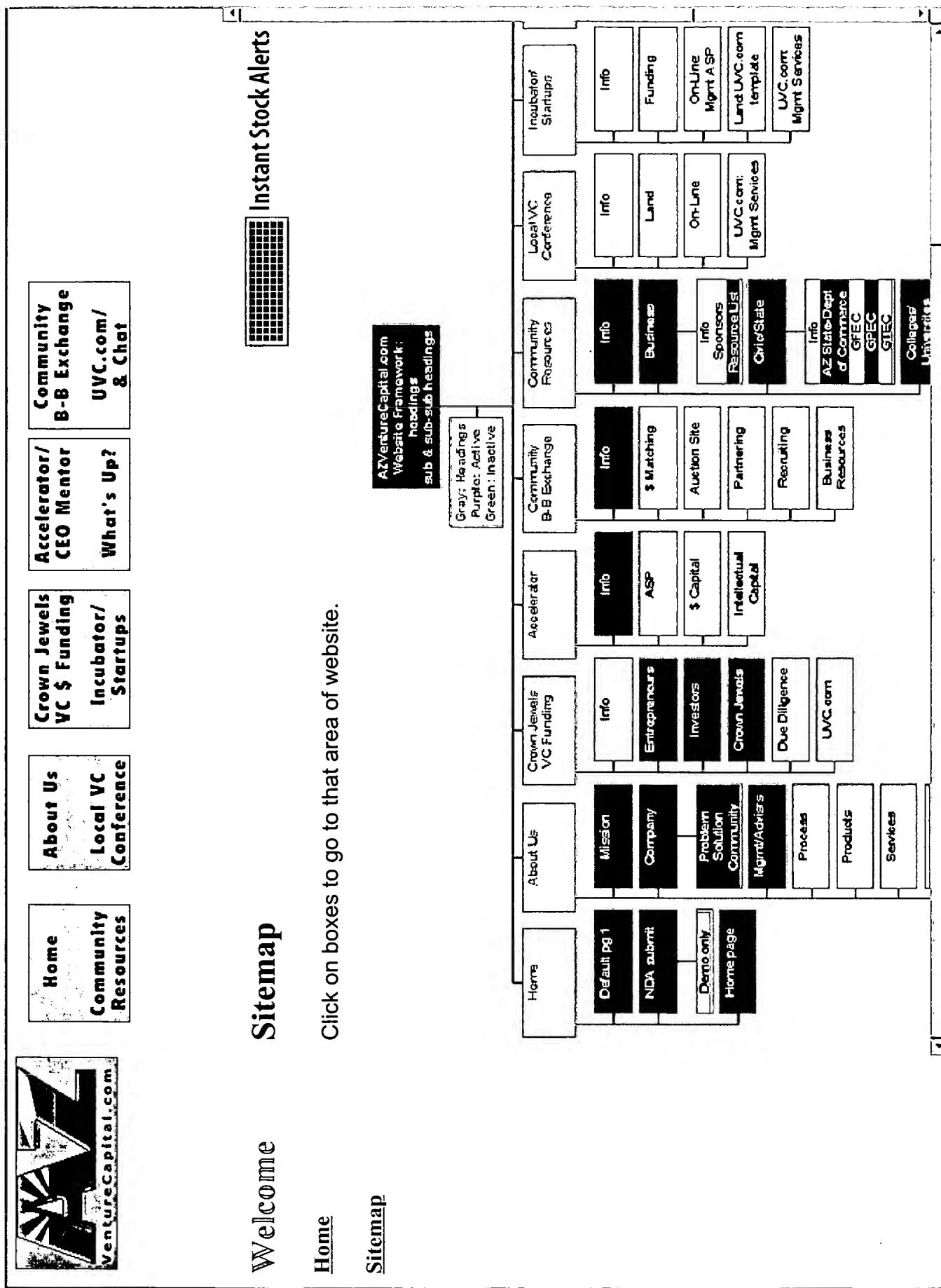
Draft

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Website Organizational Chart (local community example)

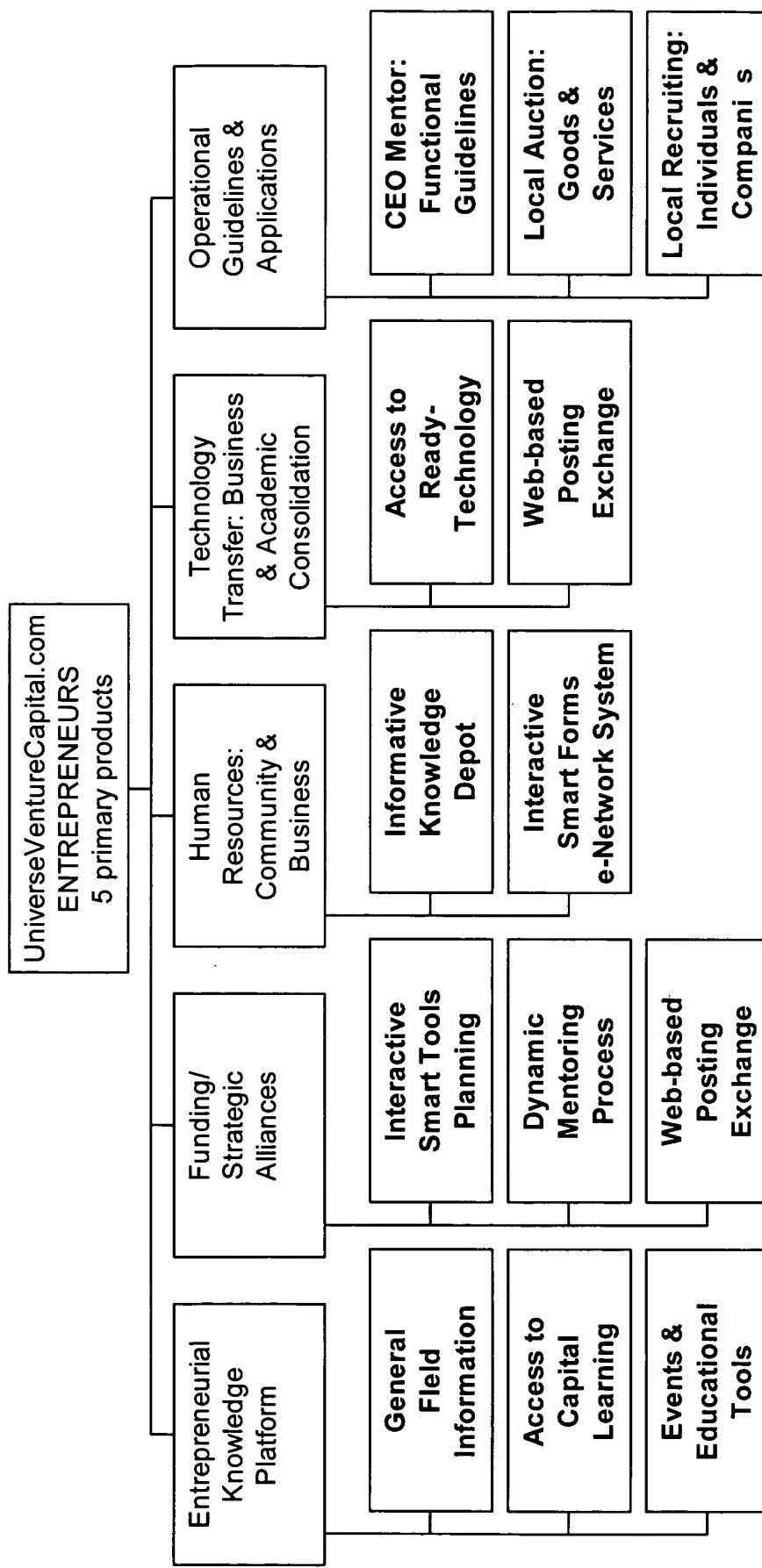




Entrepreneurs.

Product Tools

(local community example)
Entrepreneur's Product Suite



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UniverseVentureCapital.com

Example Template

Executive Business Summary

(list company name, provide logo if possible)

Company and Background

The Company (the "Company") was founded in _____ (month) of _____ (year) and is located in _____ (city), _____ (state). The Company's is currently in the _____ (choose; start-up, emerging growth, middle market pilot launch, or full operation) stage within the _____ (choose list; industry type). The Company is _____ (choose: privately-held, public) and has been incorporated as _____ (choose; an Arizona, a Delaware) corporation on _____ (list; date). The founding member(s) include (list names/titles) _____, _____, _____, _____.

The Company's core business **description** is to provide (briefly describe market solution in <50 words)

_____.

The Company's mission is to (briefly describe <50 words) _____.

The Company is seeking (choose: outside financial capital, distribution, manufacturing, R&D, M&A) primarily due to its strategic plans to _____ (choose; incubate, accelerate, divest) its business. The strategy use of the proceeds will enable the Company to mainly _____ (choose; fund, advance, support, complete) _____ (choose select; development, operations,

sales/marketing, the sale of the Company, other description). The Company strongly believes that the capital infusion will provide enough (choose: economic fuel, beneficial resources, win-win opportunities) to achieve (briefly describe goal(s)<25 words) _____.

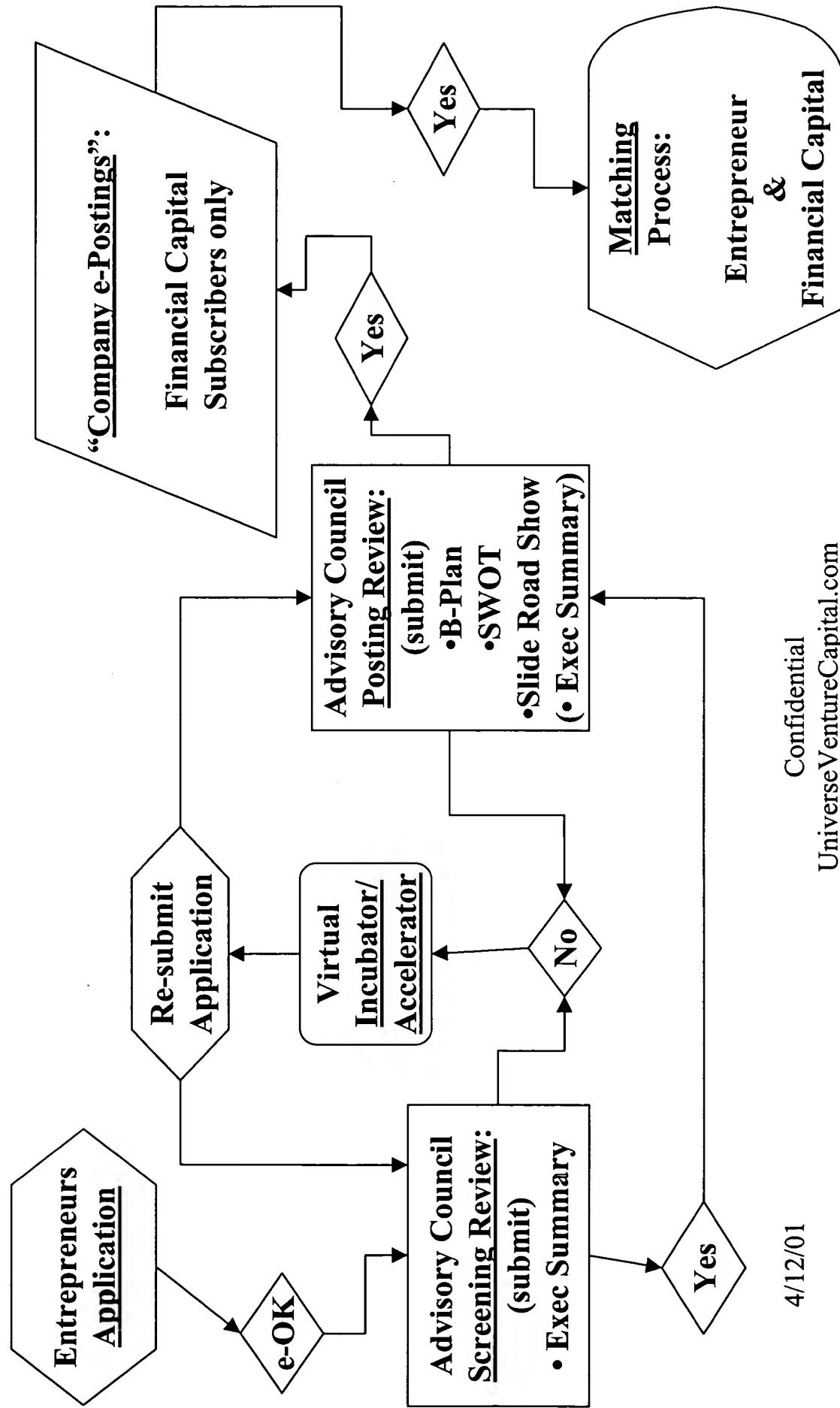
WHY? The Company's strategic rationale addressing the WHY of market problem includes (briefly describe the market problem and WHY the Company is planning their strategy <25 words)

_____.

WHY NOW? Market timing is critical to the success of the Company's strategic solution because (briefly describe the rationale of WHY the current timing in the market for the Company's solution is critical to success <25 words) _____.

Entrepreneurs:

Dynamic Mentoring/e-Posting Process





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Conference](#)

[Incubator/
Startups](#)

[What's Up?](#)

[UVC.C
& C](#)

[About Us](#)

Management



[Mission](#)

Management (not illustrated) AZVentureCapital.com's management team brings together a host of talented individuals with significant experience in founding, funding, developing, operating, and exiting entrepreneurial companies... Advisory Councils AZVentureCapital.com's Advisory team includes leading professionals which are active in the Entrepreneurial Community. These prominent individuals provide a comprehensive array of expertise and networks spanning across this entire business sector. Given the anticipated heavy volume of Entrepreneurial Company reviews, two Councils (Screening, Posting) have been created to reduce the burden on these volunteers and better serve the entrepreneurs with a higher quality review process

[Company](#)

Information
Problem
Solution
Community

[Mgmt/Advisors](#)

Management/Advisors

[Process](#)

Access
Table
Flow Chart

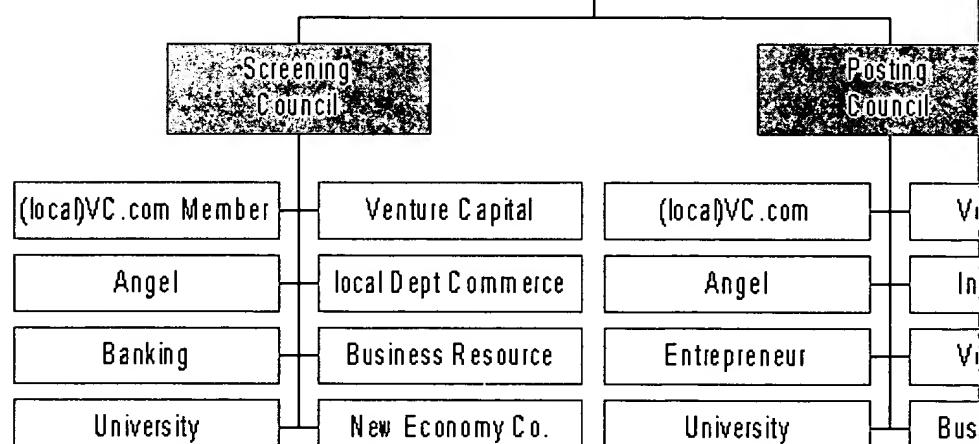
[Products](#)

Management/Advisors

[Services](#)

(local)VentureCapital.com
ADVISORY COUNCIL

[Sponsorships/Ads](#)



```

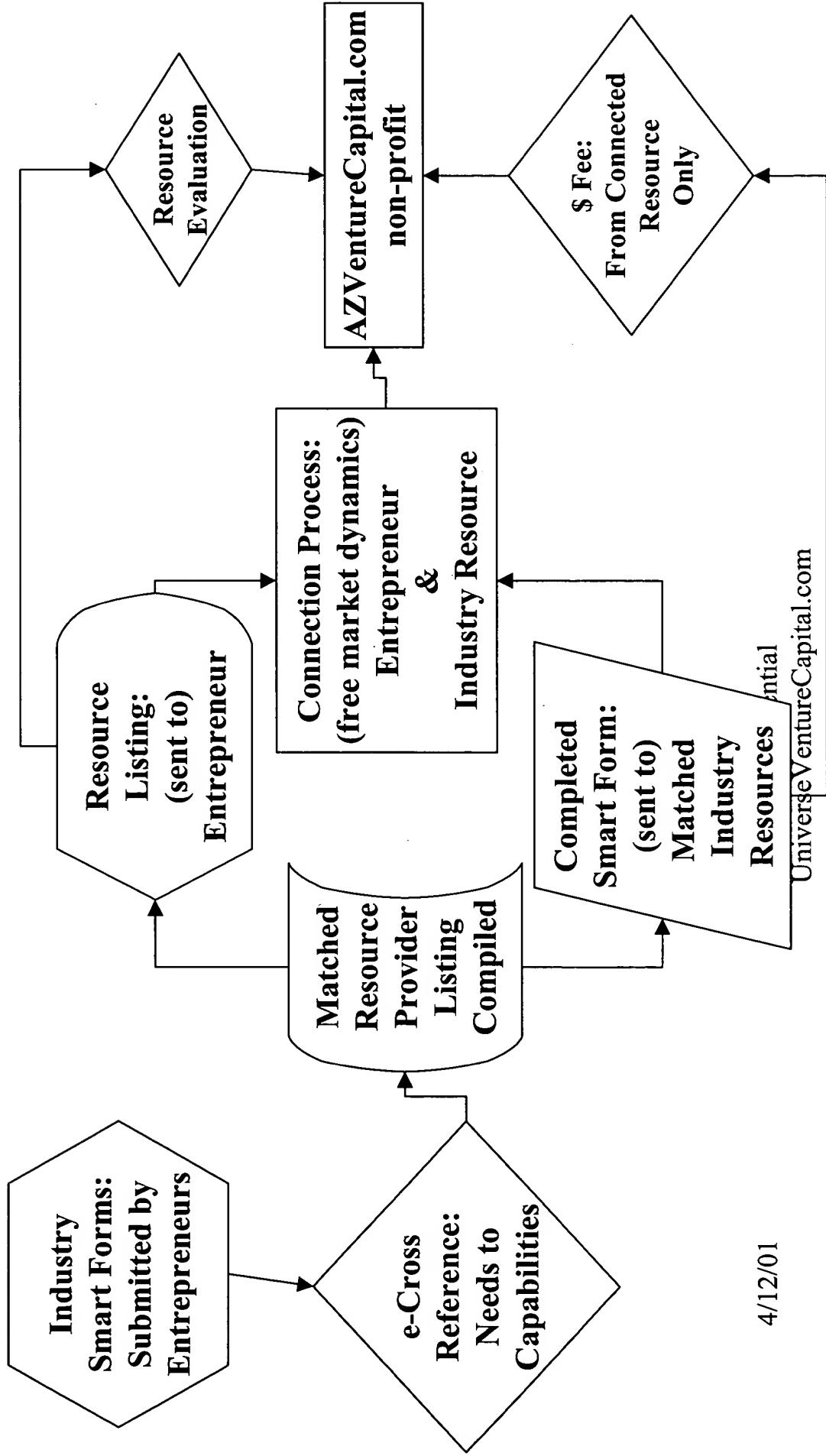
graph TD
    AC[("local)VentureCapital.com  
ADVISORY COUNCIL")] --> SC[Screening Council]
    AC --> PC[Posting Council]
    SC --> VC[("local)VC.com Member"]
    SC --> Angel[Angel]
    SC --> Banking[Banking]
    SC --> University[University]
    VC --> VC_C[("local)VC.com"]
    VC --> Angel_C[Angel]
    VC --> Entrepreneur[Entrepreneur]
    VC --> University_C[University]
    Angel --> localDept[local Dept Commerce]
    Angel --> BusinessResource[Business Resource]
    Angel --> NewEconomy[New Economy Co.]
    localDept --> localCommerce[local Dept Commerce]
    BusinessResource --> businessResource[Business Resource]
    NewEconomy --> newEconomy[New Economy Co.]
    Entrepreneur --> entrepreneur[Entrepreneur]
    University --> university[University]
    
```

[Search](#)

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Entrepreneurs:

Virtual Incubator/Accelerator Process (Interactive e-Network System)

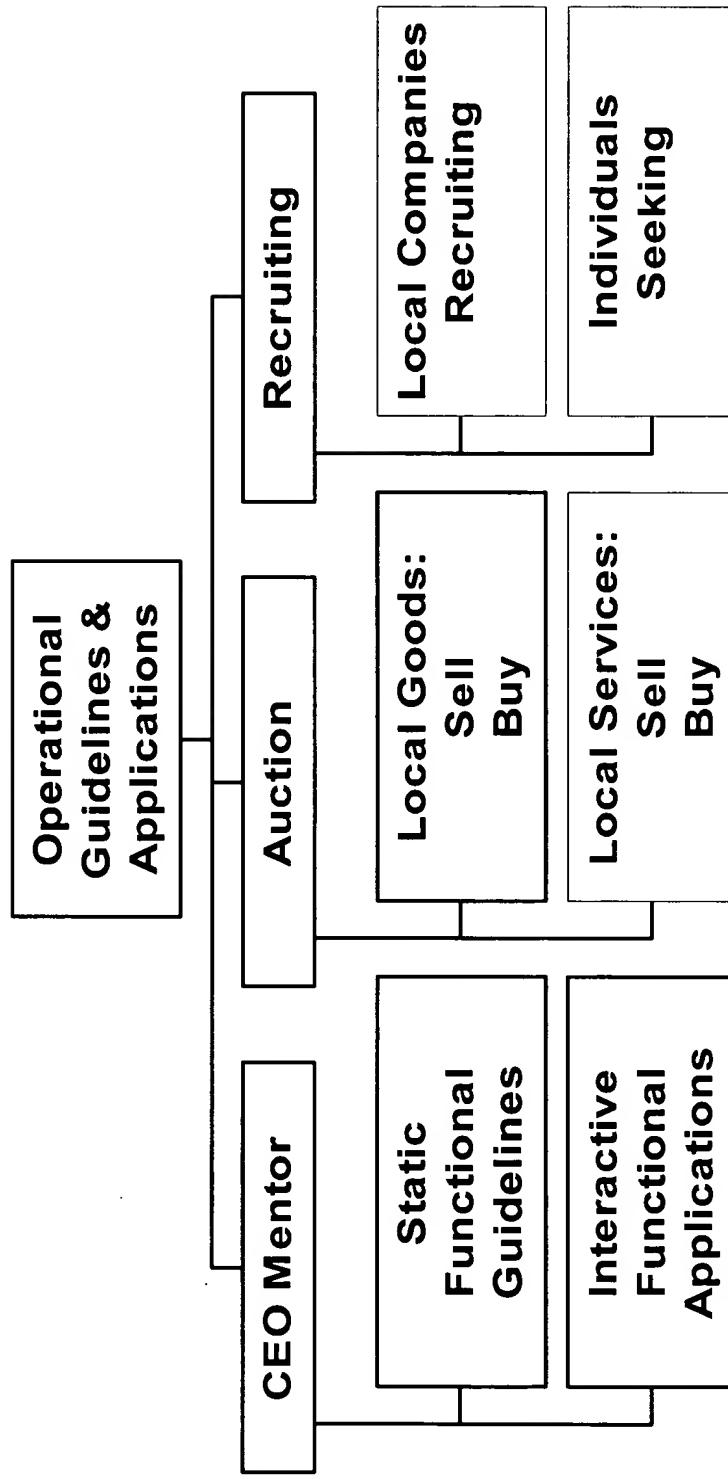


Entrepreneurs:

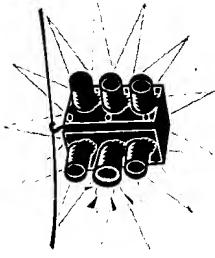
Operational Guidelines & Applications

(local community example)

AZVentureCapital.com



CEO MENTOR



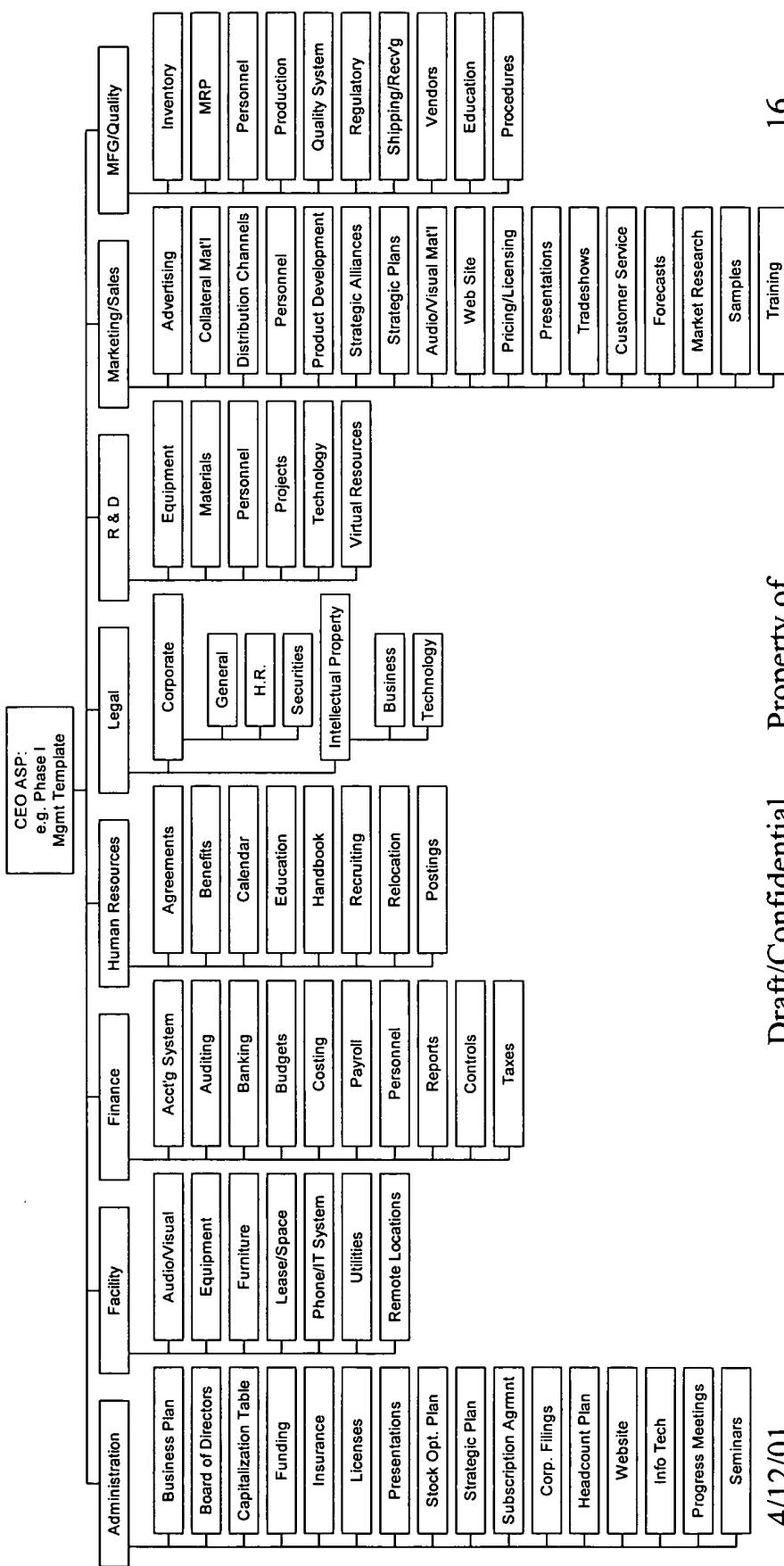
CEO ASP: Staged Company Mapping and Management System

Phase I: Startup

Phase II: Emerging Growth

Phase III: Full Operations

(green= active, yellow= potential active, red= in-active)



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[What's Up?](#)

[Cmmi B-B Exec](#)
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"Invest In Your Future"
SWEEPSTAKES

[Mission](#)

Community Resources: Entrepreneurs create alliances with business resources, local State/economic development groups and teaching institutions...

[Company Information](#)

Goals:

- Enhance the Arizona entrepreneurial community's access to financial and intellectual capital
- Support community leadership in growing Arizona's "New Economy"
- Promote economic development of entrepreneurial companies.

[Management/Advisors](#)

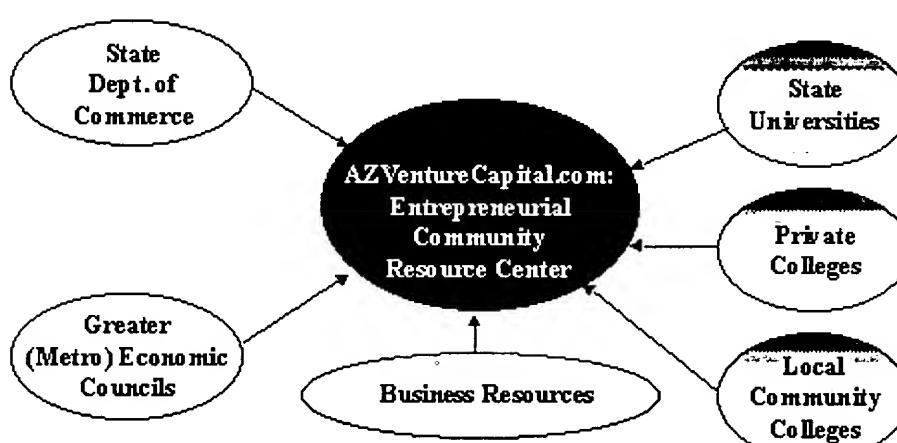
[Process Access Table](#)

[Products](#)

[Services](#)

[Sponsorships/Ads](#)

[Search](#)



```

graph TD
    A([State Dept. of Commerce]) --> C((AZVentureCapital.com: Entrepreneurial Community Resource Center))
    B([Greater (Metro) Economic Councils]) --> C
    C --> D([Business Resources])
    D --> E([State Universities])
    D --> F([Private Colleges])
    D --> G([Local Community Colleges])
    
```

Back
Next

Business; Resource List

- **Resource List:**

List **Accounting** **Banking** **Financial** **Insurance** **IT**
Legal **Marketing** **Real Estate** **Recruiting** **Telcom**

Accounting Resources:

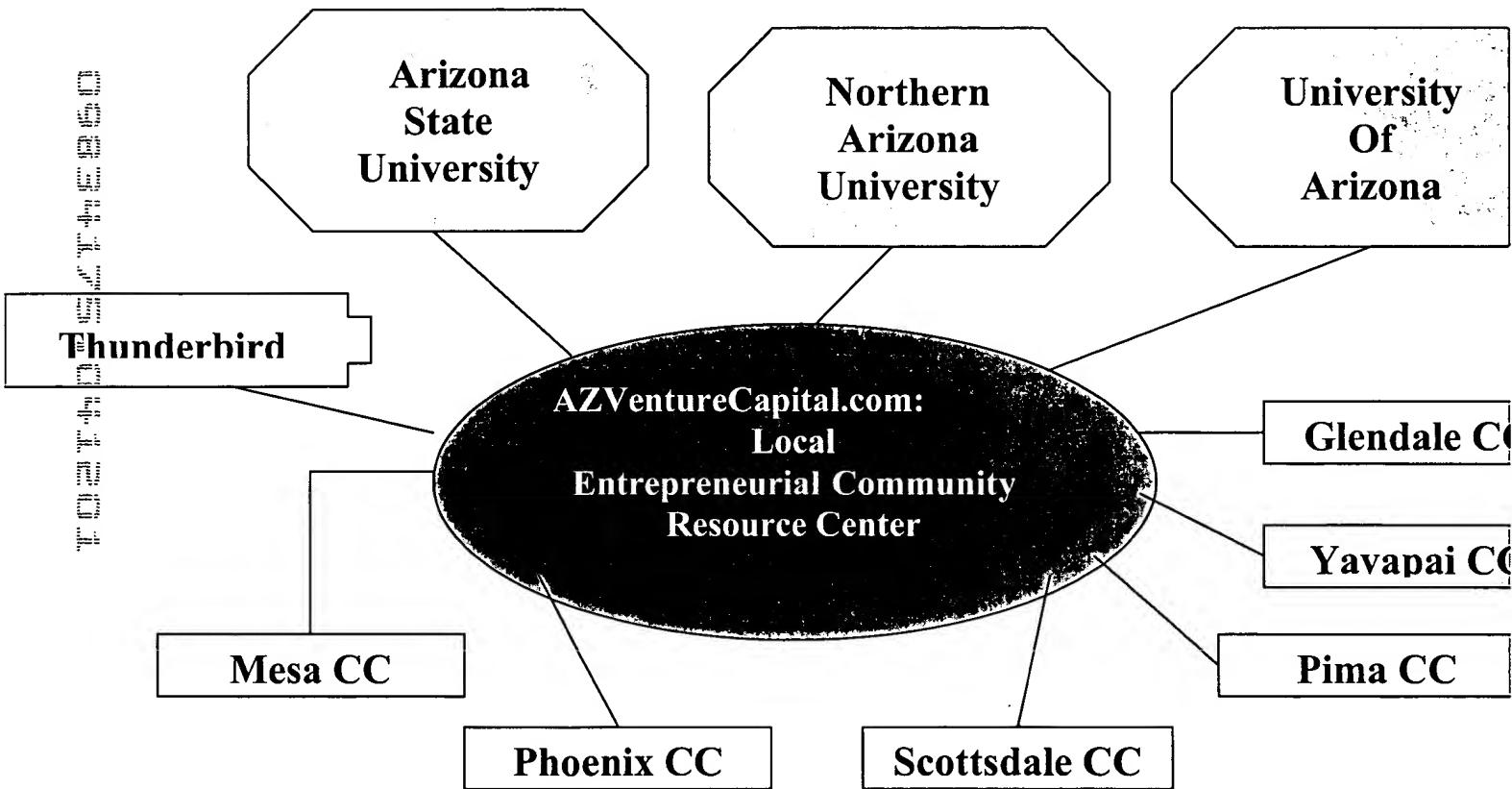
<u>Name</u>	<u>Type/Specialty</u>	<u>Stage(s)</u>	<u>Division</u>	<u>Location</u>
Ernst & Young  (hyperlink)	Full-service	I., II.	Entrepreneur	Statewide

Business Description (e.g. elevator pitch)

E & Y is a full-service Big 6 accounting firm which offers a unique product suite focused solely on the Entrepreneurial Companies...

Remaining Acct'g firm postings...

Universities/Colleges (Examples)





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Community Resources

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[Resource List](#)

Civic/State

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[AZ State - Dept. of Commerce](#)
[GFEC- Flagstaff](#)
[GPEC- Phoenix](#)
[GTEC- Tucson](#)
[GYEC- Yuma](#)

Colleges/ Universities

[Info](#)
[ASU](#)
[NAU](#)
[U of A](#)
[Community Colleges](#)
[Thunderbird Int'l University](#)

Civic/State: GPEC- Phoenix

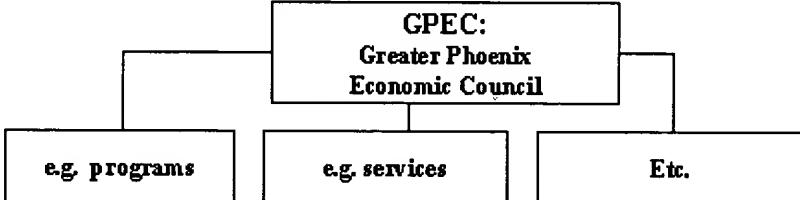
Info

Business News Environment

Organization Programs Chart

oneCore.com 

This section provides another exposure vehicle for the Greater Phoenix Economic Council to identify its offerings and programs which benefit the Entrepreneurial Community. It provides a roadmap of insight for the entrepreneur, both in-state and out-of-state, highlighting GFEC'S beneficial business tools, programs and people. This section augments the Department of Commerce's offerings and it would allows the entrepreneur to capture additional opportunities, but, on a more local basis...



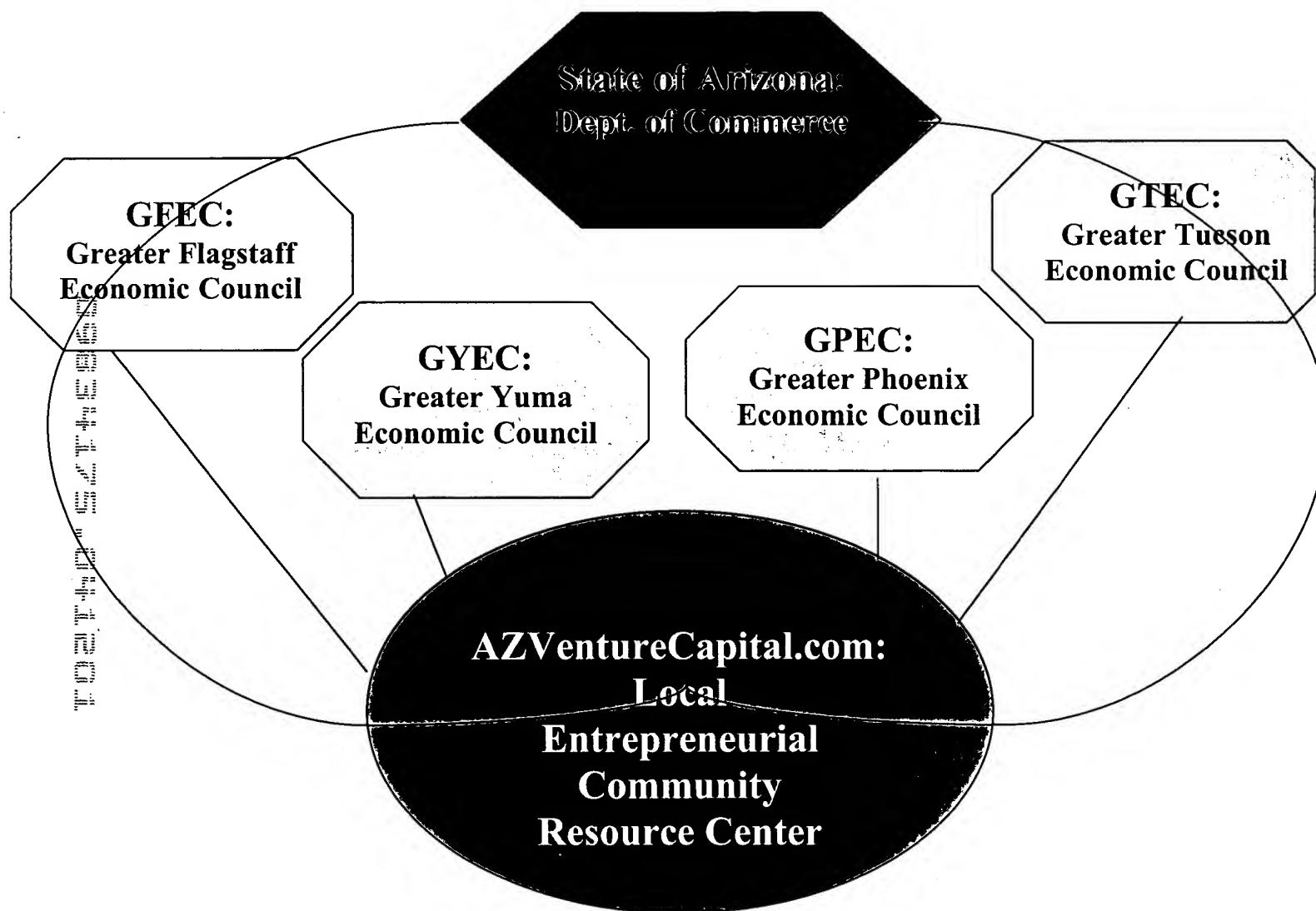
```

graph TD
    GPEC[GPEC: Greater Phoenix Economic Council] --- egs[e.g. programs]
    GPEC --- es[e.g. services]
    GPEC --- etc[Etc.]
  
```

Search

Back **Next**

Economic Development(example)



Academic Resource Center:

A text description for each category:

Description/Insight
Core Competencies
Entrepreneurial Education
On-line Education
Research
Grants
Faculty Consulting
Student Internships
Technology Transfer

Economic Development Resource Center:

A text description for each category:

Description/Insight
Core Competencies
Services
Knowledge/Education
Research
Grants
Apprenticeships
Job Training
Seminars

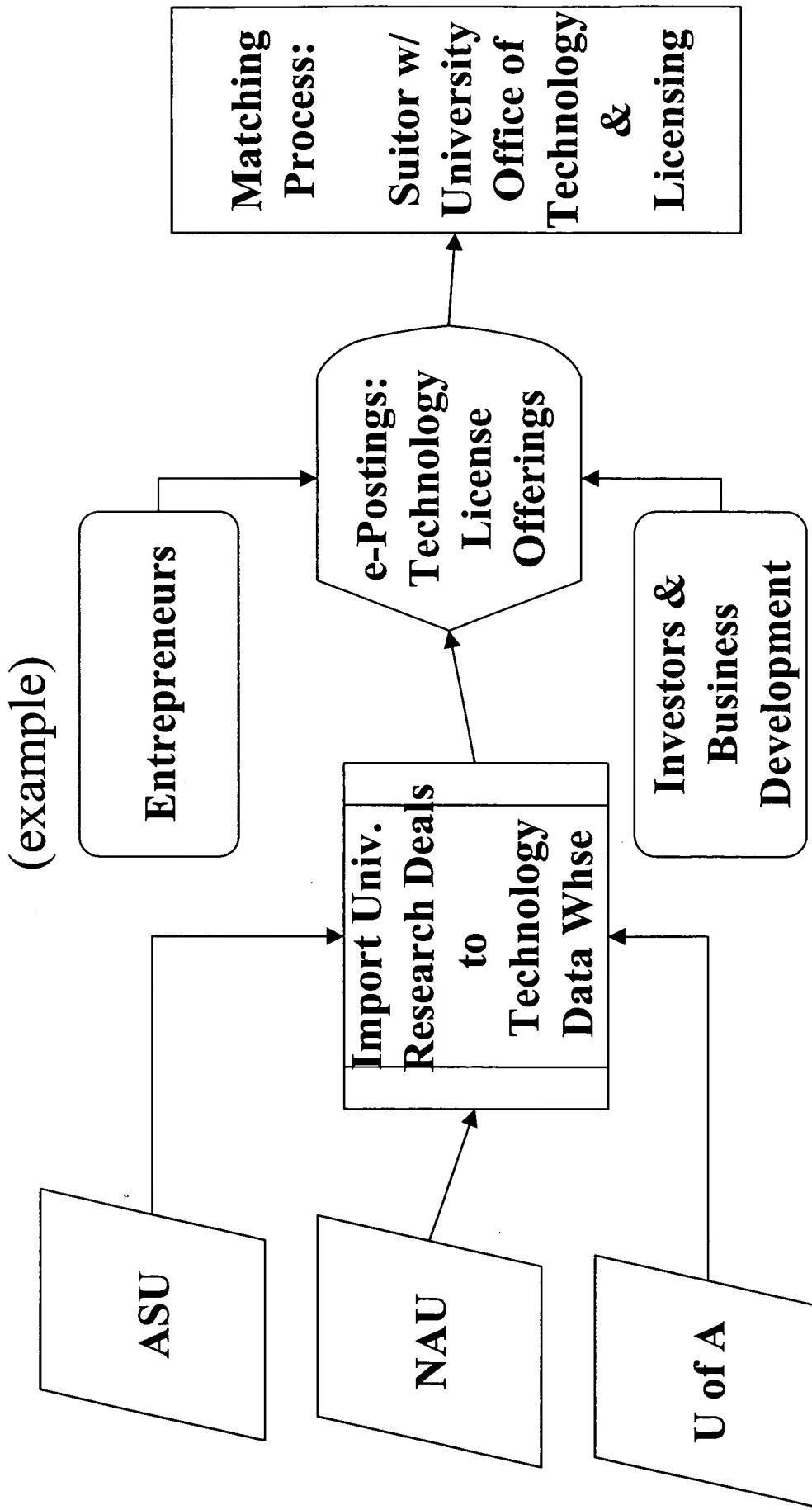
Trade Organization Resource Center:

A text description for each category:

Description/Value
Core Competencies
Services
Knowledge/Education
Research
Grants
Job Training
Seminars

Technology Transfer:

License Opportunity Process



Universities/Colleges

University:

Curriculum Focus	<u>Office Technology Licensing</u>	Research Programs	Student/Faculty Work Programs
------------------	------------------------------------	-------------------	-------------------------------

Technology Transfer Listings

Industry	Technology Type	Description	Research Dept.	Access
----------	-----------------	-------------	----------------	--------

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[Community B-B Exchange](#)
[UVC.com & Ch](#)

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Business

[Info](#)
[Founding Sponsors](#)
[Resource List](#)

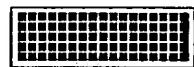
Civic/State

[Info](#)
[AZ State -](#)
[Dept. of Commerce](#)
[GFEC- Flagstaff](#)
[GPEC- Phoenix](#)
[GTEC- Tucson](#)
[GYEC- Yuma](#)

Colleges/ Universities

[Info](#)
[ASU](#)
[NAU](#)
[U of A](#)
[Community Colleges](#)
[Thunderbird Int'l University](#)

Colleges/Universities: ASU



[Instant Stock Alerts](#)

• **Arizona State University:**

Curriculum Focus	Office Technology Licensing	Technology Programs	Student Work Programs
----------------------------------	---	-------------------------------------	---------------------------------------

Industry	Technology Type	Description	Research Dept.	Access
--------------------------	---------------------------------	-----------------------------	--------------------------------	------------------------

Search

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Profiles (example)
Financial Capital Profile:

COMPANY PROFILE**Company Name:****Contact Name:** _____ **Title:** _____**Address:****City:** _____ **State:** _____ **Zip:** _____**Phone:** _____ **Fax:** _____**E-mail:****Sponsor:** _____ **Platinum** **Gold** **Silver** **Bronze** **None** **Sign-up**
 (drop-down box)**Investor Type:** _____ **Angel** **Venture Capital** **Institutional** **Corporate****Business Description:** _____ (provide a brief description of business; <50 words)
 (fill-in box)**Headquarters:** _____ (list location)

(fill-in box)

Territory(s): _____ **Local** **State(AZ)** **Regional** **U.S.** **Int'l** **other**
 (drop-down box/fill-in box for other)**Industry(s):** _____ (list primary industry of firm/entity) ...
 (fill-in box)**Core Competency (s):** _____ (list primary core competency(s) of firm/entity)
 (fill-in box)**Fund Size:** _____ (list the \$ currently under management, and available)
 (fill-in box)**Fund Cycle:** _____ (list the maturity life of fund; early, mid, end)
 (drop-down box)**Future Funds:** _____ (list the projected completion of raising the next fund and \$ size)
 (fill-in box)**Insight/Value:** _____ (provide a brief description that you offer the Community; <50 words)
 (fill-in box)**References:** _____ (provide three industry references for due diligence purposes)
 (fill-in box)**Portfolio of Investment Criteria for Entrepreneurial Companies:****Company Type:** _____ **Start-up** **Emerging Growth** **Middle Market**
 (drop-down box)**Investment Stage:** _____ **seed** **series A** **series B** **series C** **series D**
 (drop-down box) _____ **pre-IPO** **IPO** **mezzanine** **other****\$ Investment Range:** _____ (select same as Posting drop-down)
 (drop-down box)**\$ Revenue Range:** _____ (select same as Posting drop-down)
 (drop-down box)**Co-Investor(s):** _____ **Friends/family** **Angels** **Venture Capital** **Institutional**
 (drop-down box) _____ **Corporate****Need(s):** _____ **Funding** **Distribution** **Mfg'g** **R & D** **M & A**
 (drop-down boxes)**Industry(s):** _____ (select same as Posting drop-down) ...
 (drop-down box)**Niche(s):** _____ (select sub-specialty market(s) within industry) created from entrep. co's
 (drop-down box)**Core Competency(s):** (select primary core competency(s) created from entrep. co's)
 (drop-down box)**Territory(s):** _____ **Local** **State(AZ)** **Regional** **U.S.** **Int'l** **other**
 (drop-down box/fill-in box for other)**# of employees:** _____ (select range)
 (drop-down box)**Technology Transfer:** _____ (select Industry(s) of interest)
 (drop-down boxes) _____ (select Technology(s) of interest)

Entrepreneurs to Financial Capital:

Web-based Posting

- **Venture Capital Posting Board:** (postings)
By Industry **By \$ Size** **All**

STRATEGY TYPE:

Funding Distribution Manufacturing R & D Merger/Acquisition

FUNDING LEVEL:

A. \$50,000-\$1M B. \$1M-\$10M C. \$10M-\$50M D. Other _____

INDUSTRY TYPE:

Agriculture/Mining Construction Distribution E-Commerce Finance
Hotels/Motels Manufacturing Real Estate Retail Technology Telcom Transportation
Services Utility All

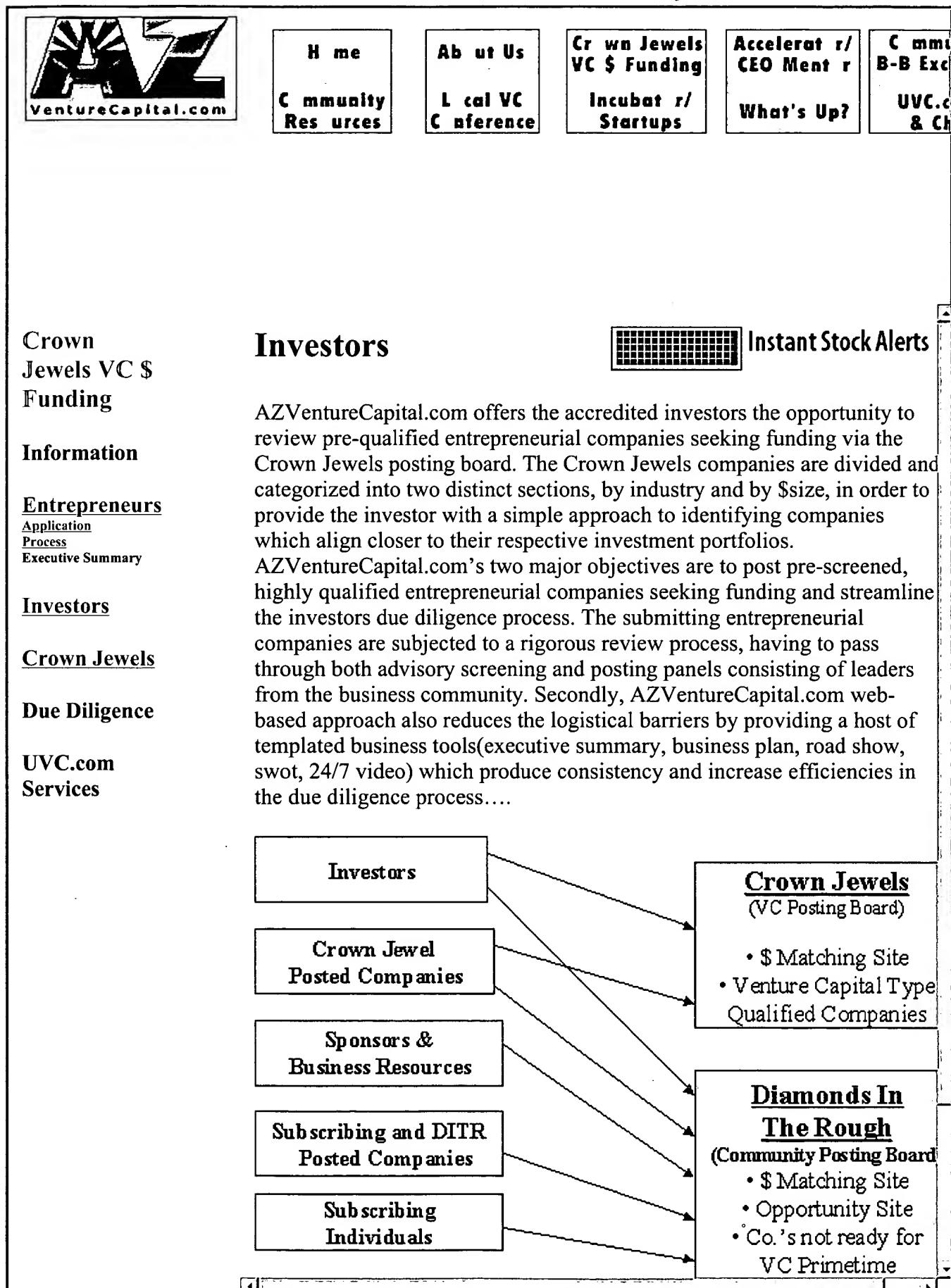
DUE DILIGENCE TOOLS (on-demand): Non-Disclosure Agreement Requirement by Company: Yes No

Executive Summary Business Plan Slide Road Show

SWOT Analysis 24/7 Video™ Report Card

(to access; highlight company and click on desired info)

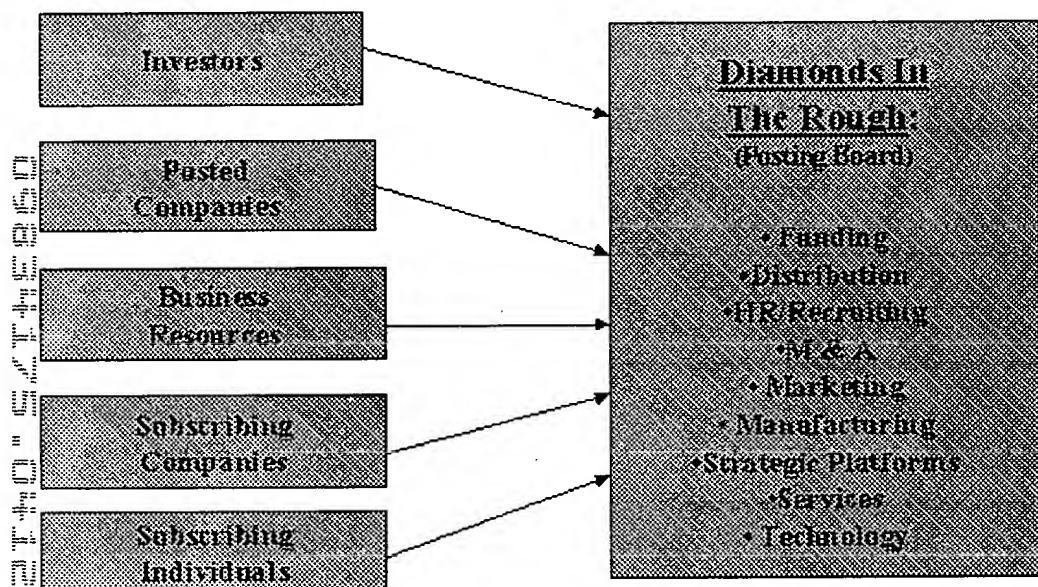
STRATEGY: Funding/Distribution FUNDING: B. \$1M-\$10M INDUSTRY: Manufacturing
COMPANY STAGE STRATEGY \$ SEEKING DESCRIPTION FEATURING LOCATION
Micritos II. Pilot Launch Funding \$ 4,000,000 Tissue Diagnostics IP Flagstaff, AZ
StarChip III. Full Launch Funding/Distrib. \$ 9,500,000 Semi-Conductor Mfg' Plant Gilbert, AZ
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Exchange

Instant Stock Alerts

AZVentureCapital.com extends beyond its Crown Jewel \$ matching product to those companies which are not ready for venture capital primetime funding opportunities, and known as the "Diamond In The Rough" posting board. These companies that don't qualify currently for venture capital are given access to promote their offering to a wider range of business development opportunities in the entrepreneurial community. Meanwhile, the Diamond In The Rough companies can be building the proper structure via the virtual resources offered by AZVentureCapital.com to define, sophisticate and implement strategies designed to accelerate and elevate them to the Crown Jewel level... The entrepreneurial community will have access to vast array of business resources consolidated into this business to business section, Diamonds In The Rough posting board, of AZVentureCapital.com. Diamonds In The Rough subscribers will include accredited investors(angels,vc's, intititutional co.'s), Crown Jewel co.'s, business resources, outside companies, and a variety of individuals, all of which may offer unique and creative opportunities....



Diamonds In The Rough:

**Company Directory List Company Postings
Entrepreneurial Business Community Board**

Company Postings

Diamonds In The Rough

Funding: \$50,000-\$1M \$1M-\$10M \$10M-\$50M
Distribution E-Commerce HR/Recruit M & A

Marketing Manufacturing

Strategic Platforms Services Technology

(category sub-headings)

Exec Sum B-Plan SWOT Analysis Road Show 24/7 Video™

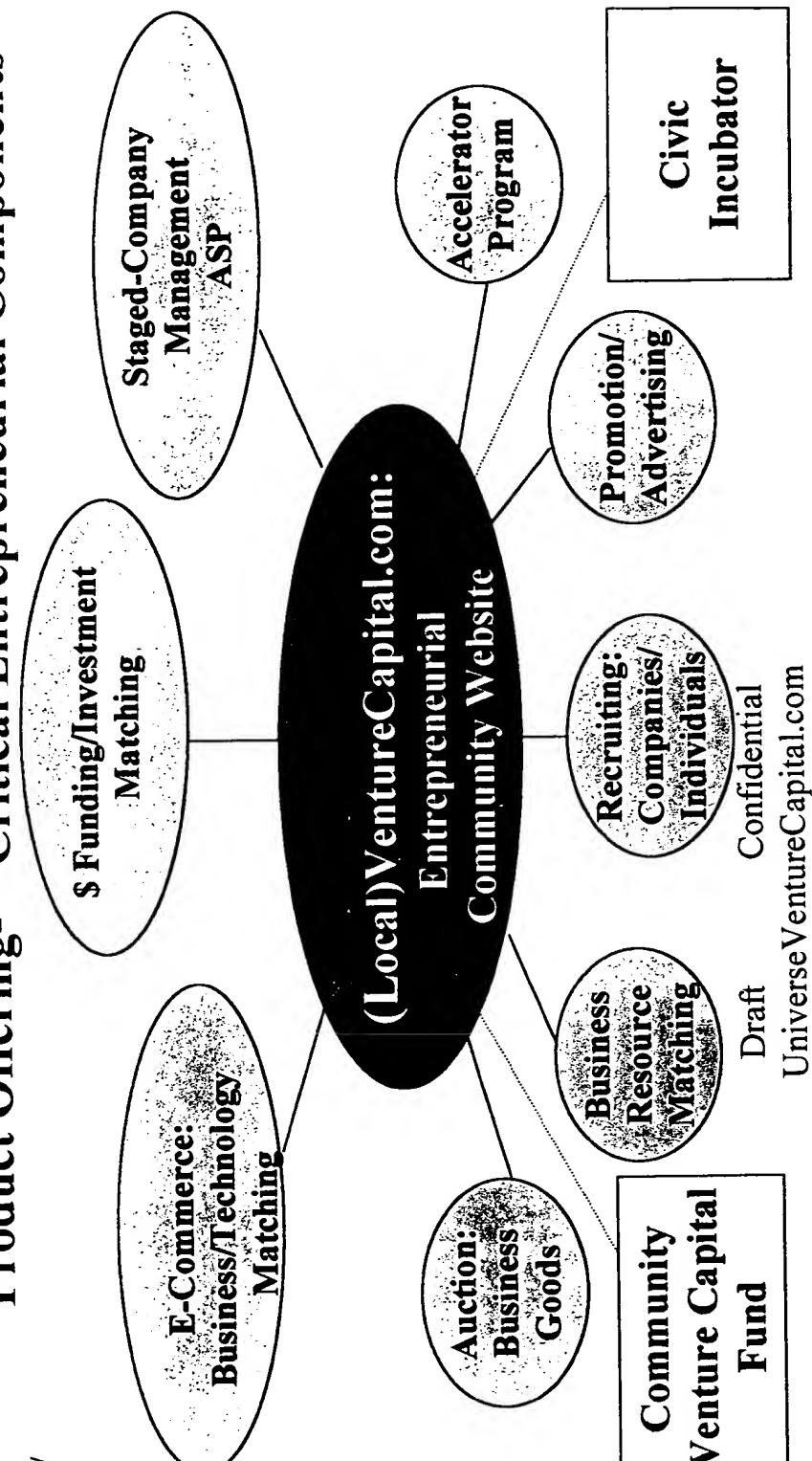
Company	Stage	Seeking	Description	D.I.T.R.
---------	-------	---------	-------------	----------

Location

ABOUT US

- Company • **Company: info goals**
- Community • Product Offering- “Critical Entrepreneurial Components”
- Management/ Mission
- Advisors Process
- Products
- Services

(Local) VentureCapital.com:
Entrepreneurial
Community Website



ABOUT US

- Company
- Community
- Management/Advisors
- Mission
- Process
- Products
- Services
- Company: info goals

